

## ***Questions & Answers in Response to the Alliant Strategy Video:***

### **Schedule**

Schedule Q1: I am under the impression a final RFP has not been issued, is that correct? If not, when can I expect to see it come out?

Schedule A1: The Final RFP has not been issued for either Alliant or Alliant Small Business. Draft RFPs for each contract are scheduled to be released in June 2006. At the present time, we expect to release Final RFPs for each contract in October 2006.

Schedule Q2: I am assuming the RFP will be released soon. When is the expected deadline for submission?

Schedule A2: A second Draft RFP will be issued on or about June 2006 with at least a 30 calendar day period for contractor submission of questions/comments. Issuance of the Final RFP is anticipated on or about Oct 2006. The Final RFP will remain open for at least 30 calendar days. Proposals may be submitted anytime prior to the Final RFP closing date/time.

Schedule Q3: Has the final RFP been issued? If not, when is it expected to be issued? Can I be included on the list of those who will be notified?

Schedule A3: See Answers to Q2. A formal list of prospective offerors is not being maintained. Hence, there will be no formal solicitation mail out. Publicizing the requirement will include synopsis notification and subsequent posting of the RFP on FedBizOpps.

Schedule Q4: [W]ill there be another bidders' conference?

Schedule A4: At this time, there is no pre-proposal conference scheduled.

### **General Questions**

General Q1: In talking with a potential prime about teaming, he mentioned filling out an "Alliant Matrix" to see our core capabilities. I could not find one in the documents available. Could you please tell me what this is and how I could obtain a copy?

General A1: There is no "Alliant Matrix" document. The initial Draft RFP did include an Experience Matrix in Section J. The Draft RFP scheduled to be

released in June 2006 will contain instructions and examples of any matrices which need to be provided by bidders.

- General Q2: Statements from senior officials within the Departments of Defense and Homeland Security indicate they plan to not use any other agency's contract vehicles but use their own (e.g., Seaport for Navy, Eagle for DHS, etc.). Does GSA expect those agencies to use Alliant LB or SB?
- General A2: While GSA respects independent Federal Agency policies regarding the use of GSA contracts, we hope that Agencies who presently choose to not use GSA contracts will reconsider their stated policies based on the attractiveness of the Alliant program.
- General Q3: In light of the recent addition of the Geospatial Line of Business to the Federal Enterprise Architecture, will the Alliant project be modified to include Geospatial products and services as one of its technology areas and/or integrated solutions?
- General A3: The Alliant and Alliant Small Business GWACs are intended to provide access for customers to a full array and the broadest scope of information technology solutions, including Geospatial information technology solutions.
- General Q4: Can the number of Alliant providers grow over time? If there are no off-ramp departures, will on-ramp entries be allowed? If the number of providers increases, will the contract ceiling be increased as well, or do more and more providers compete over time for an ever-diminishing contract value (contract ceiling – awarded task orders)?
- General A4: The expectation is that new providers will be introduced by operation of the On-Ramp clause so that Alliant is assured of adequate competition for each Task Order for the life of the Alliant Program. The Draft RFPs scheduled to be released in June 2006 will detail the on-ramp/off-ramp process.

The Alliant and Alliant Small Business GWACs are Indefinite Delivery Indefinite Quantity (IDIQ) contracts subject to limitations established for the Alliant GWAC Program. The Alliant GWAC ceiling is \$50 Billion over ten years. The Alliant Small Business GWAC ceiling is \$15 Billion over ten years. Therefore, the total value of all task orders placed under the Program shall not exceed \$50 Billion for Alliant or \$15 Billion for Alliant Small Business. At the time of award, the maximum value of all contracts awarded is \$50 Billion for Alliant and \$15 Billion for Alliant Small Business. However, since the combined value of all task orders in the Program cannot exceed the \$50 Billion or \$15 Billion ceilings

respectively; the maximum value of each contract and new contracts are reduced as task orders are issued for each GWAC.

General Q5: What are the sources you used to evaluate the use of FEA for this effort? What sources would you recommend to learn more about FEA?

General A5: The Federal Enterprise Architecture (FEA) Reference Model documents providing the most current information are available at the following URL:

<http://www.whitehouse.gov/omb/egov/a-2-EAModelsNEW2.html>

General Q6: [We] would like to know as soon as possible if the prime and only the prime's past performance and capabilities will be evaluated? Will primes be offered the opportunity to propose teams? If so, will the past performance and capabilities of the teams be evaluated?

General A6: The nature in which various types of teaming arrangements (joint ventures, teams, prime/sub, etc.) will be evaluated will be clearly defined in the Draft RFPs scheduled to be released in June 2006. GSA will provide additional information concerning teaming prior to the release of the Draft RFPs.

General Q7: Is GSA planning a two-phased (down select) proposal process? If the answer is yes, what is the broad outline of the down select process and what down select criteria will be employed?

General A7: The Draft RFPs scheduled to be released in June 2006 will detail the proposal process.

General Q8: We assume that GSA intends to use the FEA model for both Alliant proposal evaluation and for the resulting task order competition process. How will it be used during the pre-award evaluation process? Will the FEA model play a different role at task order award time? If so, how will it differ from the "traditional" way GSA has conducted task order competitions under previous contracts?

General A8: The Draft RFPs scheduled to be released in June 2006 will detail the proposal evaluation and task order competition processes.

General Q9: The Webcast indicates that the revised Alliant drafts "will align with the Federal Enterprise Architecture model." Can you be more specific as how this will be done?

- General A9: The Draft RFPs scheduled to be released in June 2006 will clarify the use of the FEA model in the Alliant and Alliant Small Business statements of work.
- General Q10: Has GSA considered how it will train/educate/assist potential ordering agencies in the use of [the FEA] model?
- General A10: GSA will provide training and instructional materials related to the use of Alliant and Alliant Small Business to all ordering officials.
- General Q11: What is the intended use of the scenarios/ sample tasks? What is the purpose? There is concern that the size/scope of Alliant makes such an approach prohibitively expensive for many companies. In particular, are there categories of sample tasks/scenarios that relate to the FEA model?
- General A11: Evaluation factors will be clearly defined in the Draft RFPs scheduled to be released in June 2006.
- General Q12: [We] understand [sic] that it is the intent of the contract to cover the full gamut of the IT spectrum, from the smallest task order to the full-scale enterprise systems. Please confirm that this is true and that the competition and ordering procedures will be such as not to make it unduly difficult for “small” jobs to be solicited and performed.
- General A12: The scope of the Alliant and Alliant Small Business contracts will be detailed in the Draft RFPs scheduled to be released in June 2006.
- General Q13: How are you planning to market this contract after award to distinguish it from other GWACs and other agency contracts?
- General A13: The Alliant and Alliant Small Business GWACs will be a cornerstone in GSA’s portfolio of contract solutions. GSA will highlight the unique features and value-added benefits of the Alliant GWACs, placing them within the context of our own contracts and of other offerings with the federal acquisition arena. GSA will engage in a variety of activities to promote the Alliant Program including: scheduling high-level FAS officials to talk about Alliant before public forums and conventions; working with the media; manning booths at annual gatherings; creating a user-friendly web-site that attracts and pleases customers; and other outreach efforts by Alliant team members.
- General Q14: Approximately, how many awards do you intend to make on Alliant? If GSA does not want to be specific; how about a ball-park number of awards?

General A14 The Draft RFPs scheduled to be released in June 2006 will provide information regarding the expected number of awards. The actual number of awards will depend on the quality of offers received.

General Q15: We would like further clarification on how the "On Ramp & Off Ramp" process will work. Is it GSA's intent to actually increase/decrease the number of awards over the life of the contract or will the number stay the same (as one company leaves, another could be added)?

General A15: See General A4 above.

### **Alliant Small Business**

ASB Q1: Can anyone tell me what is happening with Alliant Small Business?

ASB A1: See Schedule A1 above.

ASB Q2: Does the Alliant GWAC for small business pertain to services only?

ASB A2: The Alliant Small Business GWAC is for IT services. Hardware would only be involved if it is essential for, and subordinate to, the required services under a task order.

ASB Q3: Is the base for this Small Business version for Alliant going to be 5 years and that being the case, how will the on-off ramp analysis be conducted? There will be many small businesses that will undoubtedly graduate within that 5 year window and if they have to leave Alliant before the 5 years is up, it may stop many of them from submitting. Can you provide more details on how this will be viewed and managed?

ASB A3: Alliant Small Business will consist of a five year base contract with one five year option. The on-ramp/off-ramp provisions for Alliant Small Business and Alliant will be included in the Draft RFPs which are scheduled to be released in June 2006. The Draft RFPs will detail the processes and procedures involved in on-ramp/off-ramp activities.

ASB Q4: Does a corporation have to be certified as a small business or already have a GSA Contract in place in order to be considered for the Alliant Solicitation?

ASB A4: A corporation will initially self-certify as a small business in response to a small business set-aside RFP such as Alliant Small Business. No GSA contract is required to offer.

ASB Q5: The first Draft Alliant SB essentially discouraged teaming among smalls. Will that be the same policy in the next draft?

- ASB A5: It is not the specific intent of GSA to either encourage or discourage teaming arrangements among small businesses. See General A6 above.
- ASB Q6: The first draft Alliant SB essentially required a small submitter [sic] to provide nearly 500 project reference points if they were to bid both [Functional Areas] (e.g., projects at \$25K, at \$250K and above \$250K for each of the work areas). Will that be "essentially" the same in the new draft or will that change at least "somewhat?"
- ASB A6: See General A11 above.
- ASB Q7: [W]e missed all the initial pre-RFP activity around AlliantSB. Does this preclude us from participating in any future activity or can we submit responses to the planned June second pre-RFP?
- ASB A7: You are not precluded from participation in future activity or from responding to any future RFPs.
- ASB Q8: We're doing some research and I was wondering if the RFP for ASBDRFP has been issued? If so, where can I find it? If not, when is it expected? Also, has an award already been issued? If so, where can I find it?
- ASB A8: See Schedule A1 above.
- ASB Q9: [Company X] is a small business. Do we need to look at Alliant or only Alliant SB?
- ASB A9: Small businesses are welcome to offer on Alliant, Alliant Small Business, or both.
- ASB Q10: We are a small business but not an 8a, or HUBzone how does that affect us on this contract?
- ASB A10: Alliant Small Business is a set-aside contract for small businesses. Lack of 8(a) or HUBzone status will have no effect on offerors.